XEROX®

Technology | Document Management | Consulting Services

Phaser® 8550

Competitive Comparison

Xerox Phaser® 8550 vs. Dell 5110cn

Experience counts: The Dell printer has a good engine, but it takes much more than that to be a great color printer…like the Phaser 8550.

With the Phaser 8550, customers get:

- **Superior performance**
- **Better print quality and more consistent color**
- **Legendary solid ink ease of use**
- **Superior customer support**
- **Better productivity features**

Superior Performance

- The Phaser 8550 has a clear speed advantage over the Dell 5110cn in all print quality modes due to its more robust processor and more intelligent controller. The Phaser 8550 printer's performance becomes even more dramatic as print quality mode and document complexity increase. Although the Dell 5110cn purports to be 2-3 times faster than the Phaser 8550 in default print quality modes, the reality is quite the opposite.

- The Phaser 8550 is always ready to print. The Dell printer, however, performs frequent automatic calibrations that delay printing by 23 to 36 seconds, causing users to wait for their documents. Plus, the limited standby mode settings on the 5110cn (5-60 minutes) lead to excessive warm-up times if the user doesn't print at least once every 60 minutes. With the Phaser 8550 printer, the greater range of standby mode settings (30 minutes to 4 hours) ensures higher throughput.

	Phaser 8550DP	Dell 5110cn
Get more for less	$799 (U.S. after $500 rebate) **Save!**	$999 (U.S.)
Faster first-page-out-time	As fast as 5 seconds	As fast as 11 to 12 seconds
Faster processor	600 MHz	400 MHz
Faster print speeds[1] 1-page Excel file	0:05 in Fast Color mode 0:07 in Enhanced mode **Faster!**	0:12 in Fast mode 0:14 in Quality mode
1-page PDF file	0:07 in Fast Color mode 0:11 in Enhanced mode	0:28 in Fast mode 0:57 in Quality mode
2-page PDF file	0:10 in Fast Color mode 0:14 in Enhanced mode	0:18 in Fast mode 0:21 in Quality mode
Complex multilayered file	0:32 in Fast mode 0:44 in Enhanced mode **Clear Winner!** *8550's Enhanced Mode is faster than Dell's Standard Mode*	2:31 in Fast mode 2:51 in Quality mode

[1]All times shown based on internal laboratory testing.

(see over)

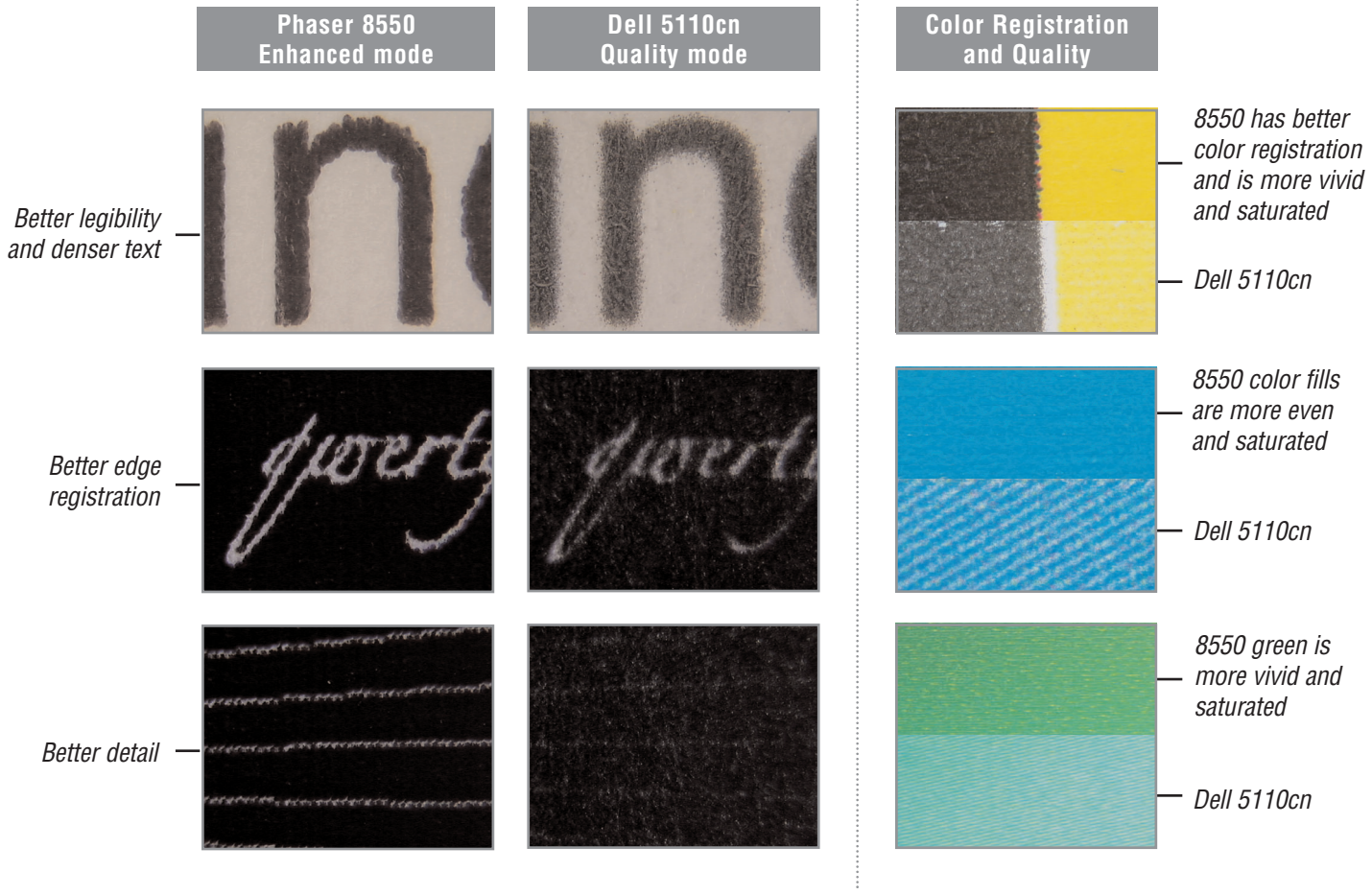
Xerox Phaser 8550 Color and Print Quality Advantages

Better print quality and more consistent color with the Phaser 8550

- Solid ink technology lends itself to incredibly smooth and consistent color and print quality. Details and registration are amazingly accurate. Color control is an intuitive snap with its automatic TekColor® features.
- The Dell 5110cn, on the other hand, has banding and registration issues as well as a very noticeable dot pattern that degrades its print quality. Its color controls are neither intuitive nor automatic, and it lacks good color fidelity.

The Phaser 8550 outperforms the Dell 5110cn in speed as well as print quality

These enlargements clearly show that the Phaser 8550 has superior text quality, edge registration and detail compared to the Dell 5110cn in its best print mode.



XEROX®

Technology | Document Management | Consulting Services

Phaser® 8550

Competitive Comparison

Xerox Phaser 8550 Ease of Use Advantages

Dell 5110cn

Phaser 8550

Phaser 8550

More informative front panel interface

- The Phaser 8550's 6-line display is large enough to present clear, visual instructions and animations, while providing a robust and intuitive menu structure for changing printer settings.
- The Dell printer has only a 2-line display with no visual animations and a limited and unintuitive menu structure.

Better ease of use

- The Phaser 8550 printer's ease of use is legendary... with ink sticks that are simple to load, an intuitive front panel display, and no toner cartridges to throw away.

- The Dell 5110cn looks like a Dell computer, but its design makes it harder to use.
  - Toner compartment is not labeled so users must guess where it is.
  - Paper tray is tucked under the device, so it can be hard to reach.
  - There are no labels on the outside of the device to indicate what a button or lever does.
  - Directions for paper jam removal are in hard-to-read places.

More intelligent features, drivers, and support

Phaser 8550	Dell 5110cn
Driver design is intuitive and easy to navigate.	Driver are unintuitive and the PCL and PostScript drivers have different terms for the same function
PrintingScout on screen alerts instantly tell users if there is a problem with their print job and provides graphical instructions on how to fix it.	Dell Status Monitor has a basic task bar that is only used to access the printer's embedded web page.
PhaserSMART® online help provides an easy link to the Xerox Knowledge Base, which is fully populated, rich in content, and uses decision trees for simple navigation.	Dell's online knowledge base is sparsely populated and is devoid of detail on the 5100 and 5110 series printers.
Email, phone, and onsite support are staffed by seasoned professionals who deliver excellent service and response times.	Dell outsources their service to companies that don't specialize in printers and their reps often state they have little training.

Proven quality and performance

Over 20 years of printing experience is built into the Phaser 8550 – creating a printer that everyone loves to use. The 5110cn is Dell's "Warmed-Over" first color printer…and it shows.

Copyright © 2006 Xerox Corporation. All rights reserved. Xerox®, Phaser®, PhaserSMART® and TekColor® are trademarks of Xerox Corporation in the US and/or other countries.
The information in this document is subject to change without notice. 9/06

855CC-17UA